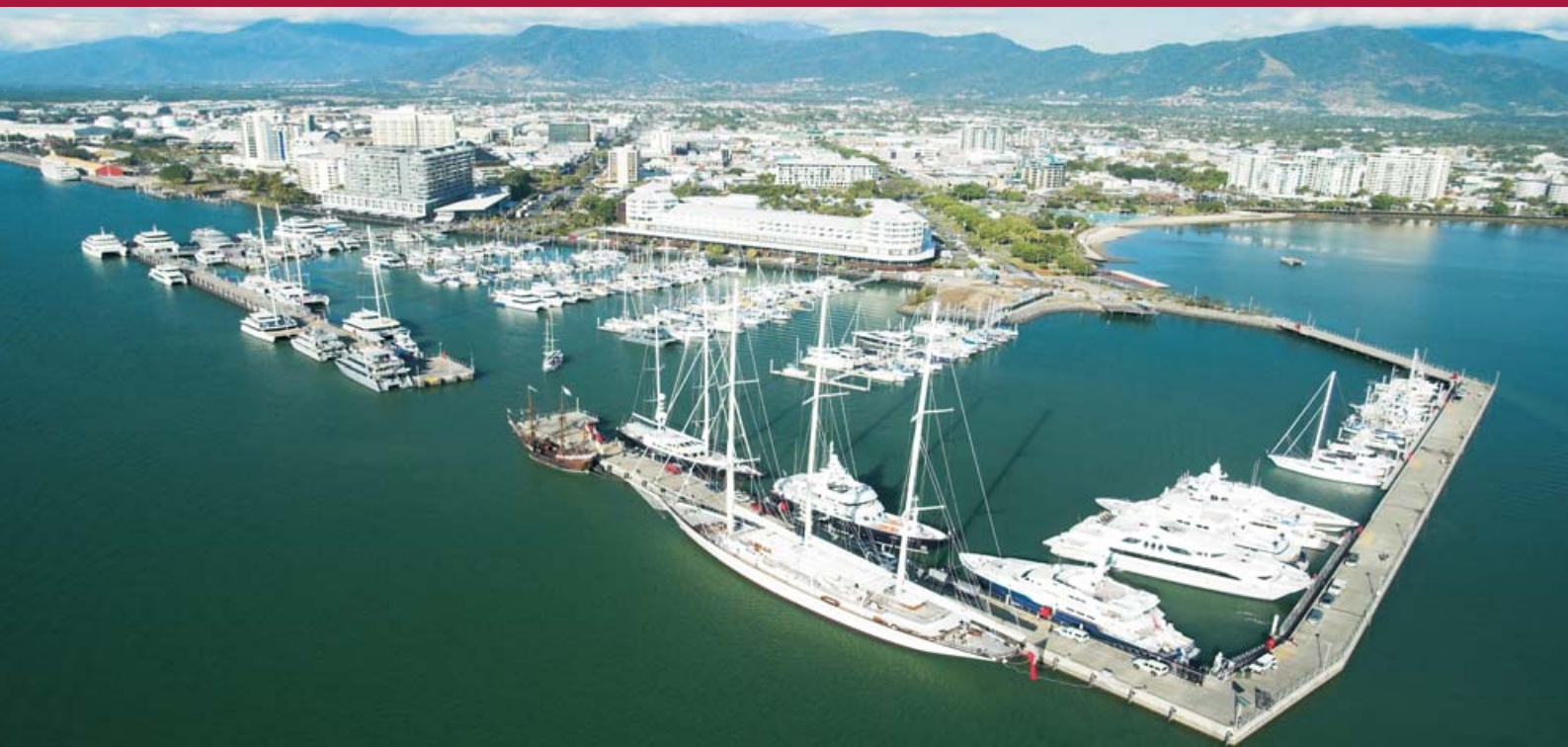
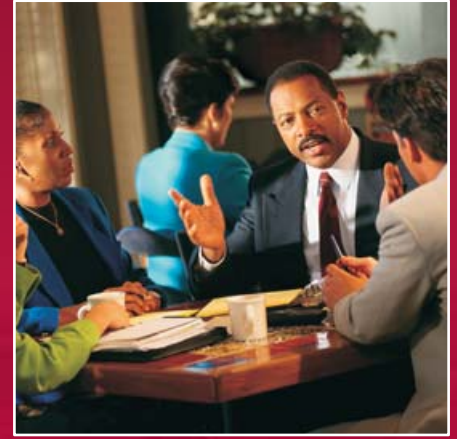




# The Cairns Prospectus



**A Regional Profile**



# Doing Business with the Cairns Region

**The Cairns region of Tropical North Queensland has a long reputation of doing serious business with many of its near neighbours, and in particular with Papua New Guinea. For more than 100 years Cairns has been the stepping-off point for trade and activity with PNG, with the region providing valuable airline and sea linkages and other business services to PNG.**

The Cairns region not only shares a close proximity to various cities in PNG such as Port Moresby, but also shares a similar climate and tyranny of distance issues. For example, Port Moresby is closer to Cairns than the Queensland capital city of Brisbane.

Tropical North Queensland, with its mix of World Heritage-listed reef and rainforest experiences and surrounding fertile agricultural country, has long attracted PNG nationals and ex-patriots as a convenient and satisfying holiday mecca. Great holiday packages are available for both short and long-term rest and relaxation options, family activities and highly-charged adventure experiences. However, it is the wide range of business services, engineering and manufacturing capabilities, maritime and aviation capacities, education and training abilities, and tropical expertise that may be of equal interest to today's PNG business operator.

The region has much to offer resource and industrial companies looking for suppliers of goods services and personnel. TNQ companies have a long and strong reputation in providing quality and reliable goods and services to a range of purchasers across many industries.

For many years the region has also provided an attractive dormitory service to employers seeking to have their staff, or alternatively their families, in close proximity to the centres of enterprise in PNG. The Cairns region offers attractive and cost effective accommodation options and a range of sporting and entertainment activities.

Traditionally, the region has offered a comprehensive selection of education and health services for PNG nationals and ex-patriots in need of schooling and medical options. The diversity of education options are wide and varied in the primary, secondary, vocational education and tertiary sectors, and the health services available span two major hospitals, specialist care and ample general practitioners.

While the region has many stunning natural attributes and scenic qualities that draw many visitors to its shores, it is the friendly and enthusiastic people that are the region's greatest asset. An abundance of skilled and unskilled labour and highly trained professionals are a resource that other regions and enterprises can utilise.

On very many levels it is logical for PNG and Cairns regional companies to form solid strategic alliances and look at doing serious business across the Torres Strait.

To access a register of companies from all the industry sectors, that have capacity and interest in providing services to PNG projects please refer to the Advance Cairns website:  
[www.advancecairns.com/cairnsregionalservices](http://www.advancecairns.com/cairnsregionalservices)





# Liveability

**Cairns is the fastest growing local government area in regional Queensland. It is a sophisticated business centre which incorporates all the essential elements of a modern commercial environment and an enriched cosmopolitan lifestyle.**

With well developed transport and logistical networks, extensive health and education and infrastructure, a high standard of living, affordable housing and access to professional business services, the region is not only an ideal place to live but is ideally positioned to act as a service hub to businesses operating in Papua New Guinea. Due to its proximity Cairns is also a highly feasible option to accommodate overflow of a rapidly growing PNG workforce, and is capable of supporting key projects with regular and reliable fly-in/fly-out services.

## Quick stats

Australia scores highly on global liveability indicators, with four capital cities making the top 10 most liveable regions in the world. Cairns region has performed extremely strongly as a regional centre, recording improvements in key areas even during the economic uncertainty caused by the global financial crisis.

- Cairns region experienced 3.0% growth from 2001-2006, 3.4% from 2006-2007 and 3.9% from 2007-2008. The region's population is expected to reach 208,532 by the year 2026.
- In the year to June 2009, Cairns was one of only four local government areas outside of South East Queensland to rate as one of the top 10 areas for dwelling approvals.
- Figures from Queensland's Residential Tenancies Authority (RTA) show the average cost of renting in 2009 in the Cairns region has fallen, compared to rental costs in 2008. Neighbouring regions saw an increase in rental costs for the same types of accommodation, highlighting the stability and affordability of Cairns.
  - o In 2008-09 the median purchase price in Cairns for a three bedroom house (less than 10 years old) was \$355,000. Rental prices for the same accommodation ranged from \$300 per week to \$400 per week, depending on distance from the central business district.
- On the liveability scale used to measure amenity and well being in the region, Cairns rated highly in themes such as

'level of support from family/friends' and 'sense of feeling comfortable in the community' and also recorded positive scores for the categories of 'feeling of personal safety' and 'range of social or entertainment activities'.

- Nine out of the 11 areas surveyed to rate accessibility of infrastructure, facilities and services were positive over the last year – recycling, beach protection and garbage collection all being examples of continued improvement across the region, reflecting the strong regional conscience on environmental sustainability.

## What the Cairns Region has to offer

Cairns has theatres, libraries, live music venues and art galleries throughout the region. For example, in 2009 the Civic Theatre hosted approximately 100 events that were attended by over 70,000 people and these events included many local productions as well as an array of touring shows. Such an array of differing cultural amenity is indicative of a thriving cultural centre.

The award winning Cairns Convention Centre is ranked as one of the world's top three congress centres, is renowned for its unique environmental design, and can cater for conferences for 300 to 3500 delegates.

The diversity of Cairns region can be seen in over 40 cultural backgrounds and consequent languages that add to the fabric of the community.

## Who else is here?

The number of services offered to international migrants in Cairns is as broad as the cultures they support. Migrant Settlement Services acts as an umbrella service organisation offering help in interpretation, settlement, advocacy and access to health care, employment and education. The local area multicultural programme (LAMP) also offers assistance to migrant, refugee and multicultural communities through the development and implementation of access and equity strategies designed to increase community participation, the promotion of awareness and the encouragement of community cohesion.

For more information about the liveability of the Cairns region go to [www.thinktnq.com](http://www.thinktnq.com)



# Engineering & Manufacturing

**Cairns is positioned as an ideal engineering and manufacturing hub for the booming resource sector in the Oceania-Australasian region, due to its geographical proximity to many markets and excellent aviation links. It has an experienced and motivated business sector ready to provide exceptional service in heavy engineering, vehicle and machinery repairs, mechanical repairs, consulting engineers, and numerous other fields.**

## Quick stats

- In 2005/06 there were 100 businesses identified as being in steel fabrication, employing 2,670 staff, and with a total turnover of over \$400 million (ABS)
- There were a further 35 consultant engineering businesses employing 440 staff
- Most major national engineering firms are represented locally in the region
- The areas of expertise serviced by the regional industry include commercial, residential and industrial construction, agriculture, public works, marine and mining/resources.

## What the Cairns Region has to offer

Tropical North Queensland has grown into a major supply and service hub for the resource sector with demonstrable experience across Australasia, and including Papua New Guinea and Indonesia.

Many of the engineering companies within the region have had significant experience in the design and construction of heavy machinery for the sugar milling and related industries, which are skills that are easily transferrable to mining and minerals processing. The engineering/steel fabrication sector in TNQ provides specialist metal product and machinery and equipment manufacturing capabilities for a diverse range of industries, including: agriculture, aviation, building construction, civil engineering, defence, fishing, government services, mining, petrochemical, sugar, ship building, tourism, and transportation.

The region's manufacturing industry is accustomed to providing a quality product in a timely manner, having had to meet stringent deadlines for the various industries they support.

Specialist work crews based in Cairns are available for major construction and maintenance works as well as shut downs, are easily mobilised, and are accustomed to working and living in remote locations – it is ready to support your business. The sector provides a point of hire that will become a vital part of competitive employment packages for workers in the resource sector.





# Education & Training

**The Cairns region boasts internationally-recognised education and training facilities in a unique tropical environment, including a world-renowned university with James Cook University ranked in the top five percent of the world's tertiary institutions. The diversity of education options is immense with more than 140 schools catering to the education needs of thousands of primary and secondary students, while the training capability of the region spans the marine, aviation, mining and hospitality sectors.**

## Quick stats

- More than 140 primary and secondary schools, in the public and private sectors, across Far North Queensland
- World-class university – James Cook University
- Comprehensive range of education pathways between the various institutions
- Internationally-recognised vocational training opportunities in the marine, aviation, hospitality, mining, engineering, administration, information technology and business sectors
- Cairns is internationally renowned for excellence in marine sciences and environmental studies, which provides students with many study and training opportunities in the ecotourism industry
- \$8.5 million International Marine College due to come online in February 2011
- Nationally-renowned Cairns Aviation Skills Centre

## What the Cairns region has to offer Education

The Cairns region boasts high quality, world-class education facilities that are vital to the region's competitiveness both nationally and globally. With established primary, secondary and tertiary institutions, plus vocational education providers, the region has extensive education facilities (a number of which have capacity for in-house boarding) including 89 state primary schools, 27 state high schools, 25 private schools, an internationally-renowned university, the Tropical North

Queensland Institute of TAFE, and a wide range of vocational education training providers.

Study Cairns is an education and tourism network representing organisations, institutions and business in Cairns that are dedicated to providing help and support to international students in the Cairns region. Various international programs are offered across the spectrum of schools, catering for students from many different cultures through study tour programs, short-stay programs, and full enrolment.

Pathways are encouraged and fostered between institutions in Cairns, providing students with a comprehensive education experience from primary to tertiary level. For example, a student coming out of high school may begin with completing a business administration certificate as a pathway to gain entry into James Cook University for a degree where credit points can be transferred across.

## Training

The strength of the Cairns region's training capability lies in the growing areas of marine, aviation, mining and hospitality. The capacity to provide training in these areas lies with various registered training organisations based in the Cairns region that regularly service outlying, and off-shore areas such as Papua New Guinea.

Significant Queensland Government funds have recently been committed to building the capacity of the marine training college with \$2.5 million allocated to establish an inshore craft training simulator and marine safety training facility. Plans are also underway to increase the capability of the aviation sector, particularly for maintenance repair and overhaul for Dash-8 and similar sized aircraft and promote industry training capability.





# Health

**The Cairns Region offers a wide range of healthcare services from oncology, general surgery, dental, social work, plastic surgery, to world-leading fertility technology, in accordance with its status as a regional capital city. The provision of medical services extends to residents, millions of visitors a year, and those living in the remote areas of Far North Queensland.**

## Quick Stats

- 17 public and private hospitals across the region
- Two day surgery centres in Cairns city
- More than 115 general practitioners servicing the region from Tully to the Torres Strait
- Cairns houses the largest Royal Flying Doctor Service base in Australia
- World-leading fertility centre that applies leading edge technologies

## What the Cairns Region has to offer

Cairns Base Hospital, which by 2014 will have undergone a multi-million dollar upgrade, is the major acute health facility in the region and acts as a hub for regional centres. It plays a crucial role in providing a range of primary and acute care services across the continuum, including:

- Cardiology
- Infectious diseases
- Neurology
- Maternity
- Gynaecology
- Oncology
- Oral surgery
- Paediatrics
- Pathology
- Psychiatry
- Renal medicine
- General surgery
- Radiology

Also servicing the region's health needs is the Cairns Private Hospital, a modern, well-equipped facility which offers a comprehensive range of medical and allied services. Two day surgery centres are also in operation in Cairns. Numerous general practitioners, specialists and allied health professionals practice in private clinics across the region, with the support of The Far North Queensland Rural Division of General Practice.

The region also has a selection of ancillary health care services including physiotherapists, dentists, alternative therapies, occupational therapy, speech pathology, diagnostic, nutritionists, aged care centres, nursing homes, aged care support services.

The Royal Flying Doctor Service base in Cairns city cares for remote patients and emergencies across an area of some 600,000 square kilometres, and is the largest RFDS base in Australia. Services provided from this Base include remote medical consultations, aeromedical retrievals and primary health care clinics incorporating general practice, child and family health, Indigenous health, mental health, women's health and health promotion.

Located in the central business district, Cairns Fertility Centre is a purpose-built facility featuring two day-hospital theatres, world-class laboratories, facilities for a large range of complementary treatments and luxury accommodation for visiting patients. Under the Medical Directorship of Dr John Yovich, Cairns Fertility Centre applies leading edge technologies and equipment alongside a range of holistic treatments, seeking an optimum success rate for all fertility patients. Counseling, acupuncture, and other holistic therapies including massage are also available to achieve peace of mind and body during the treatments.





# Investment Opportunities

**Economists credit the Cairns Region, along with the rest of northern Australia, with a top-speed economy that will position it as Australia's major growth area in the next few years. The investment potential of the region has already been realised and continues to grow within a wide range of industries, providing investors with a positive climate to commit to. This is backed up by a range of support networks within the Government and private sectors.**

## Quick stats

- Significant State and Federal investment in the region in 2009/10 in excess of \$2 billion
- World-leading 'green' technologies
- Competitive labor costs
- Cairns is among the top 10 fastest growing cities and regions in Australia
- Along with the rest of Queensland, Cairns has the lowest rate of payroll tax in Australia
- Cairns Airport – Domestic terminal redevelopment

## What the Cairns Region has to offer

Significant opportunities exist across the Cairns Region for investment at all levels and across a wide range of industry sectors. Land development and infrastructure options are attractive options for companies, individuals and joint venture arrangements. The region also boasts significant opportunities in resources/mining services, information and communications technology, renewable energy, biofuels, tourism, food and agribusiness, unique tropical expertise, manufacturing, and much more.

Gaining access to a variety of local investment opportunities is available through a regionally-compiled investment register housed within the Think TNQ website ([www.thinktnq.com](http://www.thinktnq.com)), which was established by Advance Cairns and is designed to profile the key regions of Tropical North Queensland, providing information on industry and resources, infrastructure, accessibility, land and housing, employment, education, health and wellbeing, lifestyle and community.

The TNQ Investment Opportunities register on the Think TNQ website was established to facilitate connections between private enterprise, industry, community and government agencies, by connecting investors with investment opportunities to encourage economic development in the region. Organisations can register upcoming projects and gain exposure to a network of potential contributors or financiers. The secure site also allows investors to confidentially register their interests and set investment criteria, to be kept informed of projects or developments that they may wish to become involved in. This service is provided at no cost, and is completely confidential in nature.

Support for investors seeking opportunities in the region is available from a network of private and public sector groups. The Queensland Government partners with industry to provide ongoing, through-life support. The Government has invested heavily in industry strategies, support plans and services for long-term economic development. The Queensland Government, through Invest Queensland ([www.investqueensland.com.au](http://www.investqueensland.com.au)), recognises the importance of continued investment and reinvestment by local, national and international companies. To facilitate this, support includes access to government experts across the business spectrum, assistance to establish, develop and grow in Queensland, and streamlined processes to reduce 'red tape' delays.

Confidence in the investment climate of the Cairns Region has been highlighted by multi-million dollar commitments from the public and private sectors in recent years, including:

- The \$192 million Cairns Airport Redevelopment;
- The \$300 million Bluewater marina development comprising apartments and tourist accommodation;
- The \$450 million Cairns Base Hospital upgrade carried out by Queensland Department of Health; and
- The \$20 million Cairns Institute at James Cook University carried out by the Queensland Government.





## Dawsons Engineering

*Dawsons Engineering has been servicing the mining, power, sugar and defence industries from workshops in Cairns since 1987. In that time, we have grown from a small partnership, to a multi disciplinary industrial service company that now employs 1600 people annually.*

*One of our key competitive advantages has been our ability to draw on a highly skilled local workforce – even during the peak of the mining boom. The Cairns regional economy and its diverse manufacturing base, coupled with its strong agricultural and mining heritage, has provided an excellent training ground for engineering, construction and maintenance personnel.*

*In addition, Cairns offers a lifestyle which is unmatched by other service hubs in the mining industry. Cairns provides ready availability of employment options for spouses and excellent education facilities to a tertiary level to contribute to an attractive total employment package. Dawsons has successfully relocated high level managerial and engineering personnel from interstate and overseas to Cairns.*

*The mining industry in particular is a service driven and mobile industry. Dawsons regularly mobilises large shutdown and construction workforces from Cairns into Western Australia, South Australia and the Northern Territory. Our workshops have supported projects in Papua New Guinea and New Caledonia.*

*A vibrant tourism industry has provided Cairns with domestic and international air links that are unrivalled by any other regional centre in Australia. Coupled with mine charters, this enables Dawsons and their mining clients to connect from remote sites to any Australian mainland capital in the same day.*

*Dawsons Engineering is confident that they will continue to grow their business throughout Australia and into PNG from their strong base in Cairns.*

### Sharon Dawson

*Director Dawsons Group of Companies.*



## Hawker Pacific

*Hawker Pacific has been established in Cairns for the past 23 years, primarily in aircraft maintenance support and overhaul. 2002 saw the acquisition of Australian Avionics, which significantly broadened Hawker Pacific's business base in North Queensland - the gateway to the South Pacific and, increasingly, Asia.*

*The combined Hawker Pacific Maintenance, Repair and Overhaul (MRO) and Australian Avionics business currently employs 110 personnel and, with the planned growth of the business, this number will continue to grow. The Cairns Region has proved to be a very stable environment and we have had no difficulty in attracting professional staff to the area. We have also based the majority of our expansion plans on the development of local employees and this has proved to be very successful. Staff turnover is considered to be low and we believe that the unique location has played a major role in achieving this result.*

*From a strategic perspective, Hawker Pacific sees Cairns as a logical focal point geographically at which to locate a facility and this has attracted significant facility throughput, from the South Pacific and Asian markets. We believe this has been due to the combined aircraft maintenance and avionics capabilities and the company's broad reach into these markets. There is also a strong domestic demand for this combined capability.*

*The major investment by Hawker Pacific in creating a world class, modern facility is indeed a vote of confidence for the Cairns Region. The unique location and well developed infrastructure and sense of community makes Cairns a proven choice for Hawker Pacific.*

*Hawker Pacific is pleased to have had the opportunity to work in partnership with Cairns Regional Council and the Queensland Government to develop the growth in the aviation industry in northern Queensland. It is a significant success story worth telling.*

### Nev Evans

*Sales Director MRO Operations Hawker Pacific*





## Interoil

InterOil Corporation is developing a vertically integrated energy business whose primary focus is Papua New Guinea and the surrounding region. InterOil's assets consist of petroleum licenses covering about 3.9 million acres, an oil refinery, and retail and commercial distribution facilities, all located in PNG. In addition, InterOil is a shareholder in a joint venture established to construct an LNG plant on a site adjacent to InterOil's refinery in Port Moresby, PNG. In early 2000, InterOil relocated from Sydney to Cairns to improve efficiencies, and due to the easy access to PNG where the company's assets are based.

Since then InterOil has grown into a \$3.5 billion company by capitalisation and has offices in Singapore, Houston, Port Moresby and Cairns. The main reasons for choosing Cairns were the short flight time to PNG, affordable property prices and the convenience of Cairns being close to an international airport. Therefore, instead of spending time on an airplane from more distant cities in Australia en-route to PNG, management's time was better utilised building and developing its businesses, which comprises upstream exploration assets, a 36,500 barrel per day refinery as well as the downstream distribution business which in 2009 supplied approximately 70% of Papua New Guinea's total refined petroleum product needs.

For many of InterOil's staff who relocated from elsewhere in Australia and abroad, Cairns offers attractive advantages such as; good schooling, good climate, insignificant pollution and an easy commute time between home and office, which all contribute towards a healthier lifestyle. Looking forward, we expect that with ExxonMobil's-led LNG development and InterOil's proposed LNG facility, Cairns will remain attractive for businesses that provide services/supplies/technical assistance, to the burgeoning LNG industry, the oil and gas and the mining industry in PNG. A real bonus is that there is no other city in Australia where you can leave the office at 6:30am and be at the office or a meeting in PNG at 9:00am that same day.

### Anesti Dermedgoglou

Vice President Investor & Public Relations – InterOil Corporation



## Precruitment

Tropical Cairns is a highly desirable city for those looking to combine a wonderful lifestyle with their work and career development. Each day we, at Precruitment, are approached by people from all parts of Australia, New Zealand and many overseas destinations looking for employment opportunities in our beautiful region. These people are attracted by the quality of life that Cairns has to offer them and their families.

Not only is Cairns an international icon holiday destination, it is a cosmopolitan city that boasts a choice of high quality public and private schools, James Cook University and a TAFE, medical and sporting facilities, excellent weather and natural attractions such as rainforests, beaches, the Great Barrier Reef and a gateway to the outback, the Cape and Gulf Country. There is something for everyone.

With this attractive lifestyle, Cairns offers several benefits to companies who are looking to establish themselves in Northern Australia, including cheaper rents and comparatively lower employment costs compared to other cities in Australia. With its international airport, Cairns provides quick and easy access to other Australian cities and overseas destinations.

The region's close proximity to Papua New Guinea makes it a gateway to this emerging market. Regular flights to Port Moresby allow people to fly to PNG in the early morning and return to Cairns in the evening, making the city perfectly located for fly-in/fly-out work in PNG. The cost of daily flights is more than offset by the high cost of accommodating staff in Port Moresby.

Over the past 12 years Precruitment has been highly successful in finding quality executives and staff for many local and international businesses in the region, including PNG. Precruitment has more than 20,000 quality people registered on its data base, and with an office in Townsville, can ensure clients have access to a supply of staff for all types of businesses.

### Gayleen Toll

Managing Director of Precruitment





# Marine

**Cairns Seaport is home to a large and diverse marine sector, from fishing fleet to reef fleet; from small craft to superyachts; from cargo vessels to cruise liners – all have a place in Cairns Seaport. And with such a vibrant maritime industry, Cairns offers a host of servicing and supply businesses that support them with shipbuilding, maintenance and training skills and expertise.**

Cairns is the most northerly seaport on the east coast of Australia and services Tropical North Queensland with a coastline of some 2,400km through to the tip of Cape York Peninsula, and around the Gulf of Carpentaria to the Northern Territory border.

## Quick stats

- Outside of Sydney, Cairns is the most visited port for major cruise ships. It is the major marine training location for Queensland TAFE, has two commercial fishing bases, a naval base, a thriving superyacht industry and the largest concentration of dive tourism industry in the country
- There are 1,115 registered commercial vessels in Cairns
- There are over 300 commercial passenger vessels registered in Cairns, making it the biggest in the State
- Cairns is home for one of the largest fishing fleets in Australia, with almost 400 fishing vessels
- With a turnover of \$670 million, some 4,500 people are employed in the region's maritime sector, including 1,300 in the shipbuilding, repair and service sectors
- Ports North, which is based in Cairns, owns and operates nine major and community ports across the region.

## What the Cairns Region has to offer

The Cairns Region has significant ability in maritime servicing at three major slipways, all with significant experience and capacity. Each slipway has differing capacities and niche qualities, and all offer a quality product. They have the ability to provide maintenance on a wide variety of vessel types with slipway capacity up to 100 meters and 3000 tonnes, and haul-out

facilities and floating docks up to 350 tonnes. Other services include dry docks, undercover warehouse storage, engineering and cleaning, painting and abrasive blasting. Through the combination of these three company's capacities almost all of the maritime servicing is available in one central location, catering for everything from trawlers, cargo vessels through to super yachts.

A dedicated superyacht cluster helps cater to a growing demand for associated services, with Cairns attracting a superyacht market that demands exacting services in an industry worth \$50 million to the region. Well over 100 businesses operate in the marine servicing sector, from shipping agents to naval architects to cater to such demand.

On the heavier side, the Cairns trading port handles bulk carriers, coastal shipping, mother ships, and project specific cargo/container carriers.

The skills required to cater to the region's marine services sector will be better delivered by the new Great Barrier Reef International Marine College, due to be completed by the end of 2010, which will provide a one-stop-shop for marine training, including an in-shore craft simulator.

Adding to the capacity of Cairns Seaport is Mourilyan Harbour, which currently is primarily used for sugar and live cattle export but has the capacity to be used for additional purposes in the future.





# Aviation

**The Cairns Region has a significant quantity of aviation services comprising world-class international, domestic and regional airports; a range of direct international and domestic flights as well as a series of interconnecting regional flights; baseline services for several air charter companies including both fixed wing and rotor aircraft; substantial aircraft maintenance facilities; and a comprehensive range of aviation training facilities.**

## Quick stats

- Cairns' international and domestic airport handles 130,000 aircraft movements a year
- Many towns and cities around Australia can be directly accessed through Cairns Airport
- There are 26 general aviation carriers operating out of the Cairns Region, utilising the region's 83 fixed wing and rotor aircraft
- Collectively there are 86 aviation businesses and related agencies in the Cairns region, with a workforce fast approaching 2,300
- The region has world-class aviation training and maintenance facilities.

## What the Cairns Region has to offer

The Cairns Region is fortunate to possess one sizeable international airport and several regional airports, including Mareeba, Cooktown, Weipa, Innisfail and Horn Island. With in excess of 3 million passenger movements a year on passenger airlines at the Cairns International Airport alone, the Cairns International Airport is a hub for activity in the region and the South West Pacific.

The nexus between international airline, major domestic airline, regional airline and general aviation air transport services offers a variety of business opportunities for travellers seeking access to a wide range of destinations. Travellers can access direct international linkages to Japan, Hong Kong, New Zealand, and

Guam, and all capital cities in Australia, excluding Canberra and Hobart. In turn this also allows fly-in staff access to PNG mining sites from many destinations across Australia, of which 4,000 currently live in the region.

## Location

Charters are flown on a regular basis between Cairns and mining projects in PNG, and the route between Port Moresby and Cairns is serviced by two international airlines. There is also a dedicated air freighter service between Port Moresby and Cairns. Skilled petroleum industry and mining personnel for projects in PNG could be accessed from the TNQ region.

## Maintenance and Training

Cairns has the only recognised service facility for Bombardier's Dash 8 Q-Series aircraft in the Southern Hemisphere and also boasts the largest avionics facility in Australia. Capabilities include heavy maintenance and line maintenance to fixed and rotary wing aircraft, piston engine and propeller overhaul; turbine and piston aircraft and component overhaul, repair and maintenance; major structural repairs and modifications; safety equipment overhaul; complete refurbishments; private, corporate and commercial jets and the provision of logistics support to name a few.

There are 20 aviation training and maintenance companies and 28 aviation support companies operating within the region. Aircraft maintenance activities are concentrated in Cairns but also located at Mareeba and Horn Island.

There are a number of pilot training businesses across the region and a major training institution for aircraft engineers and technical support staff, which is the Cairns Aviation Skills Centre. This centre has won international acclaim for its level of professionalism and innovative training programs. There is also a range of specialised training available in specific areas such as dangerous goods.





# Professional Services

**Cairns is home to around 22,400 businesses primarily in construction, property/business services and retail trade. High tourism activity and fly-in/fly-out operations to surrounding mines have also led to a higher proportion of transport/storage, accommodation, cafe and restaurant businesses in Cairns when compared to the rest of Queensland.**

## Quick stats

Cairns is an ideal service hub to neighbouring communities because it has such a strong professional services base. In the city of Cairns alone, there are approximately

- 150 accountancy, taxation and financial planning firms
- 80 legal firms
- 20 banks, credit unions and other key financial institutions (the majority of which have numerous branches throughout the region)
- Over 30 employment service firms specialising in recruitment and human resources
- 15 firms specialising in migration services
- A growing number of consulting engineers, environmental consultants, architects and geotechnical specialists

## What the Cairns Region has to offer

Businesses and research organisations in Cairns have developed specialist skills and knowledge to adapt to the tropical environment and the challenges it presents. This critical mass of knowledge and skills is known as Tropical Expertise, and its membership base of more than 230 businesses specialise in the production of goods and services that cater to tropical lifestyle, specifically in health, environment, agribusiness, design and construction.

The bountiful and beautiful district that surrounds Cairns also has much to offer. The Tablelands region to the West of Cairns is emerging as one of the most exciting places in North Queensland to live and do business. Due to its varied climate, rich agricultural soils and plentiful irrigation water, the Tablelands is a prolific producer of agricultural commodities to Australia and the world.

The Cassowary Coast region to the South of Cairns offers a relaxed, outdoor lifestyle with essential services readily available. With a healthy annual rainfall of more than two metres (and even more in some parts of the district), this area is also one of the wettest and greenest in Australia, making it ideal for the production of tropical crops such as sugarcane and bananas.

The pioneering spirit that established and developed the Cook Shire to the North of Cairns is still alive and strong in the 21st century. The region's main economic drivers are cattle, mining, fishing and horticultural industries.





# Tropical Expertise An Emerging Industry

**In 2008/09, the Cairns regions' tropical expertise economy generated export revenue worth approximately \$6.4 million, a large majority of which was in International Development Business. The region's proximity and access to the Asia Pacific region makes it the ideal provider of Tropical Expertise across a wide range of sectors, including Tropical Health, Tropical Agribusiness, Tropical Living and Tropical Environmental Management.**

#### Quick stats

- The global tropical economy is projected to reach US\$40 trillion in 2025
- Cairns-based tropical expertise exports amounted to more than \$6.4 million in 2008/09; \$4.3 million of this value was International Development Business
- Tropical Experts provide innovative solutions to tropical issues
- Easy access to Asia Pacific region providing timely response
- More than 3.3 billion people, almost half the world's population, live in the tropics, many in developing countries and regions.

#### What the Cairns Region has to offer

Businesses and research organisations in Tropical North Queensland have developed specialist skills and knowledge to adapt to the environmental challenges presented by the region's tropical climates. This body of skills and knowledge is called Tropical Expertise and is defined as...

'Businesses utilising or delivering research, innovation, science, knowledge/skills and practices, which are particular to tropical products, production, outputs or services.'

#### Tropical Expertise can be seen in:

- The construction of roads and highways to mitigate flooding during the monsoon season;
- Clinical practices to prevent bacterial infections in humid conditions;
- Training Micronesian countries in sustainable, eco-friendly tourism practices.

#### What makes the Region the centre for Tropical Expertise?

- Proximity and access to the Asia Pacific region;
- Significant capacity in research and development;
- Strong partnerships between industry and research institutes; and
- An extensive network of local stakeholders.

Businesses and research organisations in the Cairns region offer a wide array of tropical expertise in areas such as protected area management, tropical disease management, planning and project management of tropical buildings, community engagement, sustainability solutions, infrastructure and construction or water management, with many of them recognised as international experts in their field. They include James Cook University, Commonwealth Scientific and Industrial Research Organisation (CSIRO) and the Australian Research Council (ARC) Centre of Excellence for Coral Reef Studies, management bodies such as Wet Tropics Management Authority, and international engineering firms such as ARUP, Maunsell and GHD.





# Resource & Mining Services

**The Cairns Region has a long history in providing quality services to the mining and resource industry, with the connection dating back to the gold mining boom in the late 19th century. Businesses within the region have built expertise around servicing this market in mostly far flung, difficult to reach mine locations. The region boasts a wide array of mining and resource services including, training, recruitment, contact labour, safety and environmental consulting, mechanical servicing, plant manufacture, maintenance and shut-down services. Almost all of the needs required by mining and resource companies can be sourced directly within the Cairns region.**

## Quick stats

- Interoil, Barrick Gold & International Purveyors (FreePort Indonesia) have offices in Cairns;
- 2100 resource sector employees travel from Cairns each week, with more than 150 already employed in PNG projects;
- International Purveyors (FreePort Indonesia) have their Australian consolidation point in Cairns with their own vessel travelling between Cairns and the mine site;
- Many mining companies currently source commodities and personnel from the Cairns region;
- Cairns Airport has strong linkages both domestically and internationally;
- Port Moresby is the closest capital city to Cairns.

## What the Cairns Region has to offer

Much of the information on local mining and resource capabilities can be sourced through the Cairns Chamber of Commerce's Resource & Industrial Taskforce. Formed in 2006, the role of the Taskforce is to promote Cairns as a service and supply hub, as well as a fly-in/fly-out location. For the past four years the taskforce has been targeting companies across Northern Australia

and Papua New Guinea and bringing their key personnel to Cairns for industry briefings and site inspections. The taskforce's goal is to firstly understand the requirements of mining businesses and then match this with the region's capabilities.

The skills and experience within the Cairns business community are ideally suited to working in this sector across Northern Australia and PNG. The Cairns region has been a provider to the mining and resource industries for many years across all business sectors, including providing fly-in/fly-out services and employees.

## How to make contact?

Resource and industrial sector enquiries can be fielded by the Taskforce through the Cairns Chamber of Commerce office.

Resource & Industrial Taskforce

[www.cairnschamber.com.au](http://www.cairnschamber.com.au)

Phone: + 61 7 4031 1838

Fax: + 61 7 4031 0883

Email: [info@cairnschamber.com.au](mailto:info@cairnschamber.com.au)

## Direct Online contacts?

A database of Cairns region service providers, delineated into specific sectors can be found on the Advance Cairns website: [www.advancecairns.com/cairnsregionalservices](http://www.advancecairns.com/cairnsregionalservices)





# Transport Links

**Cairns is an international air and sea port, well connected within Australia by both road and rail links with substantial quantities of products and produce exported from the region. On the back of the region's air links, it is a significant service provider into Northern Australia and South East Asia, in particular Papua New Guinea.**

## Quick stats

- The Cairns Port has a long tradition as a supply hub for the Torres Strait, Cape York and Gulf of Carpentaria communities
- There are 17 direct flights between Cairns & Port Moresby per week
- 20,000 general aviation (aircraft) movements take place each year
- There are 40 direct international flights per week
- Cairns is ranked 7th in Australia for International passenger movements.

## What the Cairns Region has to offer

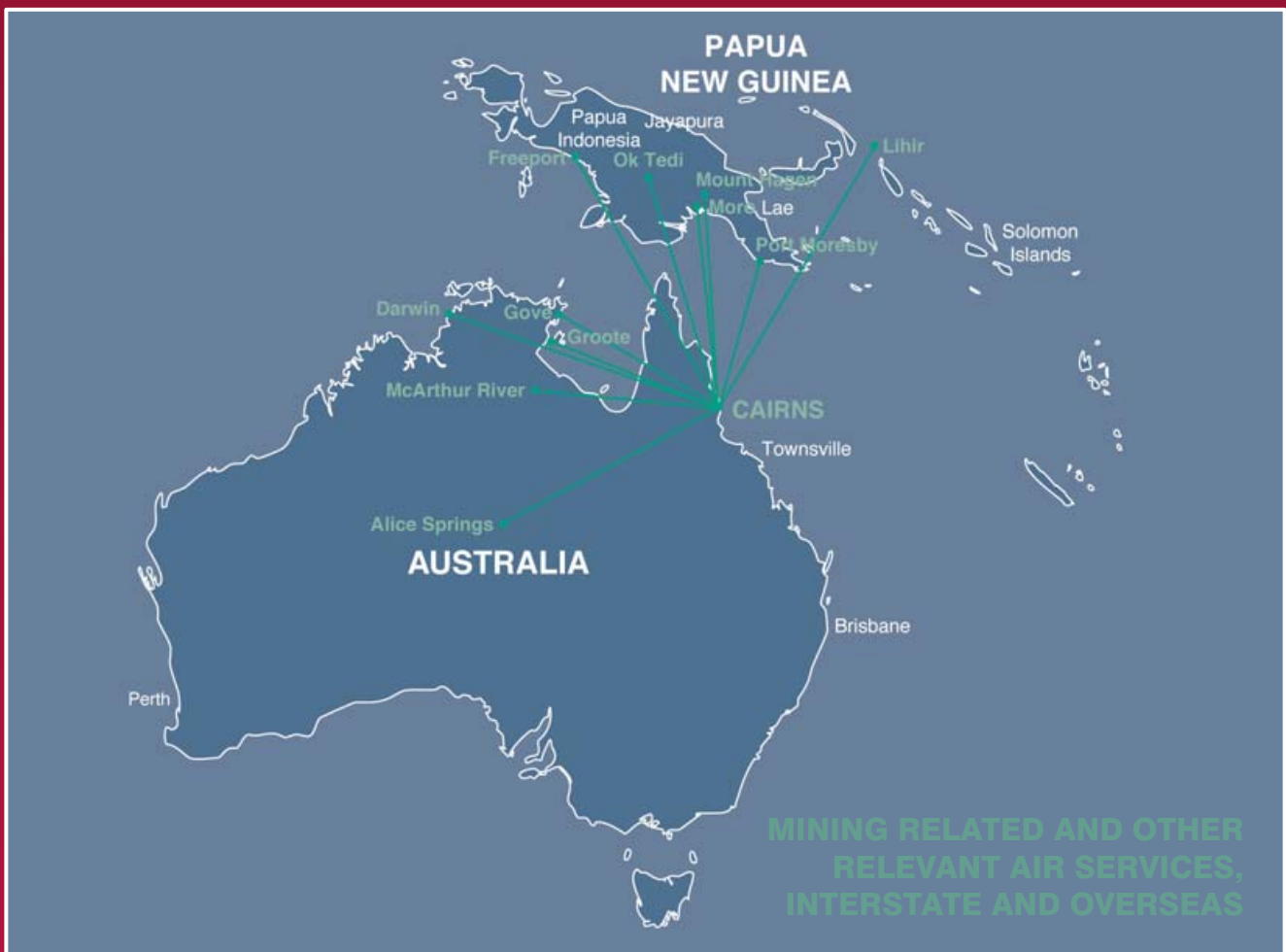
The Cairns Port's current bulk cargo capacity includes petroleum products, sugar, fertiliser and liquid petroleum gas. The port is ideally located as a supply and service centre for the mining industry, and currently services mining interests in West Papua.

The Cairns Seaport has extensive coastal shipping through Cape York and the Torres Strait allowing for expansion of services into PNG. Recent research has indicated the demand for direct services between Cairns and PNG with a number of local and national shippers considering the establishment of direct services.

Road and rail access is available from all major centres, reinforcing the value of Cairns as a major supply hub for Northern Australia and PNG.

**Air links are also second to none with strong links to regional, domestic and international destinations.**





# Contacts

To contact any of the businesses listed in this publication, and to access a register of companies from all the industry sectors, please refer to the **Advance Cairns website: [www.advancecairns.com/cairnsregionalservices](http://www.advancecairns.com/cairnsregionalservices)**



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